

TIME WARNER CABLE
Title- Commercial Sales Manager BC
Requisition # 71729BR

Department: TWC Business Class
Location: West Seneca, NY
Reports To: Director, TWC Business Class
Job Status: Full Time / Exempt
Category: Sales
Hours: TBD

Application Deadline: February 9, 2007

Position Summary:

A pioneer in the cable industry, Time Warner Cable owns and manages the most advanced, best-clustered cable operations in the country, with nearly 85% of its 14.4 million customers located in five geographic regions: New York, Texas, Ohio, the Carolinas and southern California. As a leader in innovation and quality customer care, Time Warner Cable business class delivers advanced products and services such as video, high definition television, high-speed data, fiber optic dedicated solutions and soon, Digital Phone. Time Warner Cable increases choice and value for our customers, transforming the way they receive information and entertainment. Time Warner Cable is a subsidiary of Time Warner Inc. (NYSE: TWX).

The Time Warner Cable Buffalo Division currently seeks a **Local Sales Manager for the Business Class** department. Below please find a brief description of the essential duties and responsibilities required to function successfully in this position.

This job description is not intended to be all-inclusive, and employee may also perform other reasonably related business duties as assigned by the supervisor and other management as required. Time Warner may need to revise or change job duties as the need arises. This job description does not constitute a written or implied contract of employment.

Essential Duties & Responsibilities

- Manages and directs the account executives sales efforts and activities in order to promote attainment of the business class sales revenue goals.
- Manages, interviews, selects, promotes, schedules, motivates, evaluates and disciplines all Account Executives
- Manages the local market territory to proactively identify and address key accounts and growth opportunities
- Works closely with Account Executives to develop and increase revenue from the Buffalo market
- Provides training, development and coaching of Account Executives on sales techniques, account planning, account management quantitative and qualitative research tools, and cultivation of key accounts and growth industries
- Evaluates effectiveness of sales strategies and implements changes as needed
- Utilizes available research to create proposals and sales collateral
- Assists the Director with establishing local revenue and sales goals as well as with implementation of sales projections and budgets for the sales staff
- Conducts weekly one on one meetings with Account Executives to track initiatives
- Works in conjunction with Director to maximize average unit rate, sponsorships, promotions and inventory utilization

- Conducts verbal presentations in-person to potential clients regarding business connection opportunities with Time Warner Cable
- Enforce and adhere to Company policies and procedures
- May perform other related duties and responsibilities **as assigned and/or required**

Knowledge, Skills and Abilities:

- Maintains a high level of professionalism in the community and with clients and staff
- Familiarity a variety of office equipment, standard software packages and application and use of personal computers to include the Microsoft Office suite of products to maintain various records
- Skills include: Excellent verbal, written and interpersonal communications
- Good speech and presentation skills.
- Working knowledge of supervision of personnel and **procedures, commercial production** and analytical knowledge of mathematics.
- Ability to organize and handle a variety of detailed tasks simultaneously and develop and maintain good public relations with clients.
- Required to read and follow all company policies and procedures.
- Able to maintain a regular work schedule to meet the needs of the business.
- Support and model the company values.

Experience/Education/Qualifications:

- Associate's degree (A. A.) or equivalent from two-year college or technical school; or four year degree preferred and/or experience and/or training; or equivalent combination of education and experience
- A minimum of five years work experience in business to business environment. Management experience preferred. Telecommunications knowledge specifically of business data/voice solutions is preferred

Time Warner is an Equal Opportunity Employer /M/F/D/V Drug-free Workplace.

JOB POSTING DATE: January 24, 2007
JOB CLOSING DATE: February 9, 2007

Relocation Assistance: No
 Salary: TBD
 Division: Buffalo, New York Division
 Department:
 City: Buffalo
 State: New York

TO GUARANTEE CONSIDERATION YOU MUST SELECT JOB NO. 71729BR

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